

Local Market Update for August 2025

A Research Tool Provided by Longleaf Pine REALTORS®



28312

Fayetteville

Single Family - Existing

| | August | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics | 2024 | 2025 | Percent Change | Thru 8-2024 | Thru 8-2025 | Percent Change |
| New Listings | 19 | 17 | - 10.5% | 154 | 167 | + 8.4% |
| Pending Sales | 13 | 17 | + 30.8% | 118 | 122 | + 3.4% |
| Closed Sales | 19 | 15 | - 21.1% | 116 | 114 | - 1.7% |
| Days on Market Until Sale | 24 | 34 | + 41.7% | 40 | 43 | + 7.5% |
| Median Sales Price* | \$320,900 | \$298,000 | - 7.1% | \$300,000 | \$332,000 | + 10.7% |
| Average Sales Price* | \$306,420 | \$315,000 | + 2.8% | \$294,355 | \$333,081 | + 13.2% |
| Percent of List Price Received* | 97.7% | 99.7% | + 2.0% | 97.2% | 99.0% | + 1.9% |

Single Family - New Construction

| | August | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics | 2024 | 2025 | Percent Change | Thru 8-2024 | Thru 8-2025 | Percent Change |
| New Listings | 10 | 8 | - 20.0% | 72 | 128 | + 77.8% |
| Pending Sales | 3 | 12 | + 300.0% | 36 | 93 | + 158.3% |
| Closed Sales | 4 | 9 | + 125.0% | 32 | 92 | + 187.5% |
| Days on Market Until Sale | 106 | 181 | + 70.8% | 80 | 92 | + 15.0% |
| Median Sales Price* | \$395,138 | \$349,950 | - 11.4% | \$389,935 | \$371,450 | - 4.7% |
| Average Sales Price* | \$396,532 | \$349,557 | - 11.8% | \$390,633 | \$380,292 | - 2.6% |
| Percent of List Price Received* | 100.0% | 100.0% | 0.0% | 100.0% | 99.9% | - 0.1% |

Townhouse/Condo

| | August | | | Year to Date | | |
|---------------------------------|--------|------|----------------|--------------|-------------|----------------|
| Key Metrics | 2024 | 2025 | Percent Change | Thru 8-2024 | Thru 8-2025 | Percent Change |
| New Listings | 1 | 0 | - 100.0% | 9 | 2 | - 77.8% |
| Pending Sales | 0 | 0 | -- | 0 | 5 | -- |
| Closed Sales | 0 | 0 | -- | 1 | 4 | + 300.0% |
| Days on Market Until Sale | -- | -- | -- | 163 | 66 | - 59.5% |
| Median Sales Price* | -- | -- | -- | \$247,000 | \$284,200 | + 15.1% |
| Average Sales Price* | -- | -- | -- | \$247,000 | \$282,075 | + 14.2% |
| Percent of List Price Received* | -- | -- | -- | 99.2% | 99.0% | - 0.2% |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price by Property Type

Rolling 12-Month Calculation

